

Message Text

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PAGE 01 DHAHRA 00217 160607Z
ACTION NEA-10

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AMEMBASSY ATHENS
AMEMBASSY JIDDA

UNCLAS DHAHRAN 0217

ATHENS FOR RTDO

E.O. 11652: N/A
TAGS: BEXP, BTIO.NB SA
SUBJECT: TRADE INQUIRY: ICE MAKING/CRUSHING MACHINERY

1. YACOB Y. DOSSARY, MANAGING DIREBTOR, ALSAYAD MARINE
STORES AND CONT., P.O. BOX 499, ALKHOBAR, SAUDI ARABIA
(CABLE: MARINE, ALKHOBAR, PHONE: 42903 ATT: P.C.THAMPY,
TELEX: N/A), REQUESTS URGENT ACTION BY TURBO REFRIG. CO.,
P.O. BOX 396, DENTON, TEXAS 76201 (PHONE: 817-387-4301) IN
CONNECTION WITH A DIRECT PURCHASE PROPOSAL DESCRIBED BELOW:

2. A) DOSSAR PLANS TO ORDER FOUR ICE MAKING/CRUSHING MACHINES
EACH HAVING CAPACITY TO PRODUCE 40 (FORTY) TONS OF CRUSED
ICE IN 24 HOURS OF OPERATION. EACH MACHINE TO BE COMPLETE
WITH COOLTNG TOWER, CONDENSER, SUITABLE STORAGE RECEPTACLE
AND OTHER ACCESSORIES FOR COMPLETE INSTALLATION AND OPERATIONK.

B) DOSSARY HAS SEEN SMALLER (15 TONS) TURBO ICE MAKING MACHINE
INSTALLED AT ARAMCO AND HAS BEEN IMPRESSED WITH IT.
HOWEVER, HE FINDS HIMSELF DEALING WITH TWO DIFFERENT INDIVIDUALS
BOTH OF WHOM CLAIM TO F TURBO AGENTS IN SAUDI ARABIA. THEREFORE,
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PAGE 02 DHAHRA 00217 160607Z

HE WISHES TO DEAL DIRECTLY WITH TURBO SO THAT HIS PURCAHSE COULD
BE NEGOTIATED MORE EXPEDITIOUSLY AND AT EX-FACTORY COSTS.

C) DOSSARY HAS TO INSTAL THESE FOUR MACHINES BY JUNE 1978. HE
UNDERSTANDS TURBO CAN SUPPLY ON KGKBE BY MID-APIRL AND
POSSIBLY THE REMAINING THREE SAME TIME OR SOON AFTERWARDS. HE
REQUESTS TURBO'S URGENT CO-OPERATION IN SENDING HIM BY CABLE

CIF DAMMAM PRICE QUOTATION FOR EACH COMPLETE MACHINE WITH INDICATION OF EARLIEST POSSIBLE DELIVERY SCHEDULE. HE ALSO NEEDS FULL DESCRIPTIVE MATERIAL, SPECIFICATIONS AND INSTALLATION CHARTS BY AIRMAIL ADDRESSED TO HIM DIRECTLY. CONGEN SUGGESTS AN EXTRA SET OF THIS MATERIAL BE ADDRESSED TO COMMERCIAL SECTION, AMERICAN CONSULAT GNERAL, APO NEW YORK 09616 (ATT: Y.Y. DOSARRY) IN ORDER TO ENSURE SAFE AND SPEEDY DELIVERY.

3. ACTION REQUESTED: DEPARTMENT OF COMMERCE IS REQUESTED TO BRING THIS POTENTIAL BUYING PROPOSAL TO THE ATTENTION OF TURBO REFRIG CO. AND REQUEST THEM TO PAY SPECIAL ATTENTION TO DOSSARY'S INTERESTS OUTLINE IN PARAGRAPH (2) ABOVE.
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